

## **Claims**

1. A method for analyzing responses to requests for quotations (RFQ's) comprising;  
analyzing responses to RFQ's to determine whether they conform to a rule based system;  
classifying a quote based on a set of rules to determine whether the quote satisfies said  
rules of said company;  
converting said quotes into a series of ordered blocks comprised of computer  
understandable character strings, which strings contain context of said quote;  
locating and extracting words and word groups containing information believed to be  
relevant to said quote.
2. The method of claim 1 further comprising;  
comparing information extracted from said quote to guidelines provided by a company.
3. The method of claim 2 further comprising  
rating each quote based on said guidelines
4. The method of claim 3 wherein if said quote does not conform to said guidelines, no  
rating is given.
5. The method of claim 4 wherein said companies that are disqualified for not meeting  
said guidelines are listed for a user with a listing of reasons why said company is not  
qualified.
6. The method of claim 3 wherein each item in said quote is weighted.
7. The method of claim 2 further comprising;  
dividing said guidelines into musts and wants.
8. A system for evaluating quotes comprising;  
a digital computer system ;

data derived from a printed quote;

said computer extracting words and word groups from said quote;

set of printed rules;

a rating for each quote based on said words and word groups from said quote compared to said set of printed rules.

9. The system of claim 8 wherein said quote comprises price, delivery date, quantity, origination, name of company, whether the company has done business prior, or specification of the goods.